

## Message Text

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E.O. 11652: N/A

TAGS: ETRD, EIND

SUBJECT: EXPORT CONTROL ON US PETROLEUM PRODUCTS

1. THE FOLLOWING CABLE WAS RECEIVED BY THE EMBASSY FROM MR. HEITMANN OF DEUTSCHE KENDALL-OIL VERTRIEBS-GESELLSCHAFT. IT IS FORWARDED TO YOU FOR YOUR INFO AND POSSIBLE ACTION. WE HAVE ADVISED MR. HEITMANN TO HAVE HIS US PARTNER GET IN TOUCH DIRECTLY WITH THE OFFICE OF EXPORT ADMINISTRATION.

2. BEGIN TEXT: I REFER TO A CONVERSATION I HAD WITH MR. HANS SCHETELIG, ASSISTANT GENERAL MANAGER OF AMERICAN CHAMBER OF COMMERCE ON DECEMBER 14, ON THE ABOVE. AS AGREED WITH MR. SCHETELIG I FORWARD THIS LETTER DIRECT TO YOU.

3. PLEASE NOTE THAT WE ARE SOLE DISTRIBUTORS OF WITCO CHEMICALS, BRADFORD PETROLEUM DIVISION FOR THE TERRITORY OF THE GERMAN FEDERAL REPUBLIC AND WESTERN BERLIN. OUR COMPANY WAS FOUNDED IN 1958 FOR THE ONLY PURPOSE OF THE EXCLUSIVE SALES OF KENDALL-LUBRICANTS IN GERMANY. IN CASE OF ANY REDUCED OR DISCONTINUED DELIVERIES FROM THE STATES OUR BUSINESS WOULD COME TO A STANDSTILL AND MUST BE CLOSED.

4. BY WAY OF PRECAUTION WE HAVE TO EXPLAIN OUR SITUATION TO AVOID ACTIONS DISADVANTAGEOUS FOR THE AMERICAN

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TION TO AVOID ACTIONS DISADVANTAGEOUS FOR THE AMERICAN

ECONOMICS IN CASE OF POSSIBLE CONTROL OF EXPORTS OF PETROLEUM PRODUCTS BY AMERICAN GOVERNMENT. SPECIAL ATTENTION SHOULD BE PAID TO THE FACT THAT WE IMPORT FROM STATES READYMADE LUBRICANTS ONLY, SEALED AND READY PACKED IN CONTAINERS FROM 55 GALLON DRUMS TO 1 QUART CANS. ALL THE PRODUCTS ARE HIGH QUALITY BRANDED LUBRICANTS MADE FROM 100 PERCENT PENNSYLVANIA CRUDE OIL ONLY AND CANNOT BE PRODUCED OUTSIDE THE STATES.

5. THE EXPORT PRICES FOR THIS TYPE OF HIGH QUALITY LUBRICANTS ARE UNUSUAL HIGHER THAN PRICES FOR GERMAN DOMESTIC MADE LUBRICANTS. WE MADE CONSIDERABLE INVESTMENTS DURING THE PAST TO ESTABLISH THIS TODAY HIGHLY REPUTED BUSINESS FOR AMERICAN READY MADE LUBRICANTS. SO FAR WE KNOW WE ARE THE ONLY COMPANY IN GERMANY OPERATING WITH AMERICAN READY MADE LUBRICANTS. OUR YEARLY TOTAL SALES VOLUME IS LESS THAN 1000 TONS AND THERE ARE IN EUROPE, ITALY, SWITZERLAND, NETHERLANDS AND BELGIUM, ONLY FOUR OTHER COMPANIES WORKING ON THE SAME BASE WITH KENDALL-PRODUCTS AND THE SAME SALES VOLUME AS ABOVE. NO DOUBT, THE VOLUME OF EXPORT IN QUESTION IS ABSOLUTELY INCONSIDERABLE IN VIEW OF THE PRESENT PETROLEUM CRISIS BUT VERY IMPORTANT IN FACE OF AMERICAN ECONOMICS, CONDITIONS OF EMPLOYMENT AS WELL AS THE FUTURE OF OUR BUSINESS HERE.

6. IN VIEW OF THE ABOVE WE STRONGLY RECOMMEND THAT EXPORTS OF THIS TYPE OF HIGH QUALITY BRANDED LUBRICANTS - READY REFINED AND PACKED IN USA - MADE FROM 100 PERCENT PENNSYLVANIA CRUDE SHOULD NOT BE RESTRICTED IN CASE THE AMERICAN GOVERNMENT SHOULD CONTROL FUTURE EXPORTS OF AMERICAN PETROLEUM PRODUCTS. END TEXT.  
HILLENBRAND

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